



Vendor Update

A Publication of the Maryland WIC Program

Maryland Department of Health and Mental Hygiene, Family Health Administration
July, 2003 Volume 3, Issue 3

Formula Issues

Beginning in July, the Nestle company will market its formulas under different names. Carnation Good Start will become Nestle Good Start Supreme; Carnation Alsoy will become Nestle Good Start Essentials Soy; Carnation Follow-up will become Nestle Good Start 2 Essentials; and Carnation Follow-Up Soy will become Nestle Good Start 2 Soy Essentials. Two new products, Nestle Good Start Supreme - DHA & ARA, and Nestle Good Start Essentials are also being introduced. **Maryland WIC will only be providing Nestle Good Start Supreme (PURPLE CAN) and Nestle Good Start Soy Essentials (BLUE CAN).** These two products were formerly known as Carnation Good Start and Carnation Alsoy. WIC check descriptors will read **"Carnation Good Start or Nestle Good Start Supreme (PURPLE CAN)." and "Alsoy or Good Start Soy Essentials (BLUE CAN)."** Once it can be determined that the product under the old name is no longer on store shelves, the WIC check descriptors will be changed to be consistent with the new product names.



Similac Special Care now contains DHA and ARA and is marketed under the name Similac Special Care Advance. WIC food package and check descriptors have been changed to reflect the new formula name.

Enfamil Next Step Soy now contains DHA and ARA and is marketed under the name Enfamil Next Step Prosobee Lipil. Some older product may still be in stock at retail stores. WIC check descriptors have been changed to allow for purchase of either product, Enfamil Next Step Soy or Enfamil Next Step Prosobee Lipil.

Boost, Boost Plus, and Boost with Fiber are now being packaged in 6-packs rather than 4-packs. The amounts allowed on WIC checks have been adjusted to multiples of six so that the 6-packs do not need to be broken apart. If there are any questions, please contact James A. Butler at 410-767-5258

Quarterly Price Lists

You were advised in April 2003 that the Maryland WIC Program now utilizes Peer Group Averaging to monitor prices charged by vendors for WIC food items and that Quarterly Price Lists no longer need to be submitted to the Program. However, the WIC Program may ask your store to submit a price list if it is deemed necessary to assist in monitoring prices. If you have any questions, please contact JoAnn McGowen at 410-767-5251.



Revised Vendor Manual

A Revised Maryland WIC Program Vendor Manual was mailed to all authorized WIC vendors in June. Page 51 (Vendor Complaint Form) was omitted by the printer. Page 51 is attached to this Update. If you need additional copies of the Vendor Manual, please contact JoAnn McGowen at 410-767-5251.



Lactose-Reduced Food Package

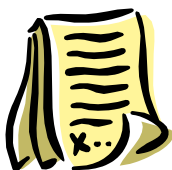
Please be aware that lactose-reduced milk is now available to WIC Participants as a separate food package. WIC Participants are now issued checks that prescribe lactose-reduced milk if they so desire (**This includes Lactose-Free milk**). **Effective July 1, 2003 you should not allow WIC Participants to purchase lactose-reduced milk if it is not specified on their**



checks. Checks submitted for the purchase of lactose-reduced milk that was not specifically described on the check could be rejected by our bank.

Vendor Authorization

Last October, the Maryland WIC Program began incrementally shifting vendors to 3-year Vendor Agreements. Vendors that have Agreements that expire in September 2003 will be receiving 3-year Agreements in the mail soon. Please promptly complete the agreements and return them to this office. If you have any questions, please contact JoAnn McGowen at 410-767-5251.



Cashier Training

July 10, 2003	Garrett County
July 25, 2003	Caroline County
August 4, 2003	Carroll County
August 14, 2003	Queen Anne's County
	Prince George's County
August 20, 2003	Wicomico County
September 2, 2003	Johns Hopkins WIC
September 5, 2003	Baltimore City WIC
September 8, 2003	Frederick County
September 10, 2003	Harford County
September 10, 2003	Montgomery County
September 23, 2003	Howard County
September 25, 2003	Baltimore County
September 29, 2003	Allegany County

For cashier training in Washington County please contact the Washington County WIC program at 301-791-3311.

WIC Vendor Window Signs

WIC
Accepted
Here

The Maryland WIC Program Vendor window sign is being redesigned and will be sent to all authorized vendors in August. Please remember that your Vendor Agreement and State Regulations require you to post the sign in a conspicuous place in your store.

Moving or Selling Your Store?

If you are moving or selling your store please notify the Maryland WIC Program at least 30 days in advance. **Selling your store does not transfer your WIC authorization!** The new owner must apply to the Maryland WIC Program for authorization. You are also required to return your WIC vendor stamps to the Maryland WIC Program. If you have questions, or plan to sell or relocate your store, please contact JoAnn McGowen at 410-767-5251.



Vendor Operations & Compliance Staff Directory

James A. Butler, Chief	410-767-5258
JoAnn McGowen,	410-767-5251
Frances McRae-Washington	410-767-5433
Stanley Parsons	410-767-5256
WIC Toll Free Number	1-800-242-4WIC

Vendor Feedback

We want to make your participation in the WIC Program a rewarding experience. **WE NEED YOU!** Your input is valued and strongly encouraged. If you have suggestions or comments, please feel free to contact James A. Butler at 410-767-5258.



USDA prohibits discrimination in the administration of its programs.